

# Robert B. Richards, Jr. | *President*

---



## Professional Experience:

Since 2001	—	Richards Barry Joyce & Partners
1998-2001	—	Trammell Crow Company, Principal
1988-1998	—	Fallon Hines & O'Connor, Partner
1987-1988	—	Spaulding & Slye, Broker
1982-1987	—	CNN, Sportscaster

## Education:

Noble and Greenough School  
Dartmouth College, B.A.

## Affiliations:

NAIOP  
Greater Boston Real Estate Board Member  
Dover Fireman's Relief Association Member

## Major Accomplishment/Transactions:

Twenty plus years of commercial real estate experience representing a variety of tenants and landlords as exclusive representative.

- CORENET Global 2009 "Real Estate Advisor of the Year" award
- Life Sciences Deal of the Year 2007 – Shire Transaction
- Represented corporate clients such as, Dana Farber Cancer Institute, Forrester Research, Harvard Medical School, Shire Pharmaceuticals and Sapien Corporation in transactions across the United States, Europe, India, Asia and Australia
- Winner of the Commercial Brokers Association 2000 Suburban Deal of the Year for work with Arthur D. Little in Newton, Cambridge and Watertown
- Boston Business Journal – Best Places to Work 2005
- Named Hot Broker by Commercial Property News
- Featured Speaker at numerous industry events, including NAIOP, CCIM and Massachusetts Continuing Legal Education
- Frequent guest on New England Cable News and other media outlets

## Exclusive Tenant Representative and Consultant for Corporations and Professional Firms, Including:

Ascent Technology	Healthcare Ventures
Corning	Massachusetts Institute of Technology
Critical Therapeutics	Sapien Corporation
Dana-Farber Cancer Institute	Shire Pharmaceuticals
Forrester Research	State Street Corporation
Genzyme	TolerRx
Harvard Medical School	Vericenter
Harvard University	

